62 Lots of VALUE in these "LOTS OF TEN" SPECIALS

FEATURES ARMINTROUT'S FOR 1962 SPRING

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In Lots Of Ten 12-15" BLUE SPRUCE Field Transplants

ARMINTROUT'S Evergreen Nursery
1 Mile East of Allegan on 113th Ave. Allegan, Mich.

In Lots Of Ten 15-18" NORWAY SPRUCE Field Transplants 65c Each

In Lots of Ten 12"-15" WHITE FIR Field Transplants 75c Each

In Lots of Ten 10"-12" WHITE PINE Bedded Transplants 25c Each

In Lots Of Ten 12-15" DOUGLAS FIR Field Transplants 50c Each

In Lots Of Ten 15-18" WHITE SPRUCE Field Transplants 65c Each

In Lots Of Ten 12-15" CAPITATA YEWS Field Transplants 2.00 Each

In Lots Of Ten 12-18" ARBORVITAE Field Transplants 30c Each

In Lots Of Ten 18-24" Heavy ARBORVITAE Field Transplants 75c Each

VARIETY		SIZE		PRICE PER 100	PRICE PER 1,000	2,500 PRICE PER 1,000	10,000 PRICE PER 1,000
COLORADO BLUE SPRUCE.....		2- 4"*	(S.)	4.00	20.00	17.50	15.00
. . . our specialty for more than 25 years		3- 6"*	(S.)	5.00	25.00	.....	.....
		6- 8"*	(S.)	10.00	50.00	.....	.....
	(3-1)	3- 6"	(T.)	8.00	40.00	.....	.....
	(3-1)	6-10"	(T.)	12.50	65.00	.....	.....
	(2-3)	4- 6"	(T.)	10.00	50.00	.....	.....
	(2-3)	6- 8"	(T.)	15.00	75.00	.....	.....
	(2-3)	8-10"	(T.)	20.00	.....	.....	.....
		8-12"	F.T.**	40.00	.....	.....	.....
		12-15"	F.T.**	65.00	.....	.....	.....
SERBIAN SPRUCE		4- 6"*		10.00	50.00	.....	.....
NORWAY SPRUCE		2- 4"		3.50	15.00	14.00	12.50
		4- 6"*		4.00	20.00	18.00	17.50
		6-10"*		5.00	25.00	23.00	22.50
	(2-1)	3- 6"	(T.)	8.00	40.00	.....	.....
WHITE SPRUCE		2- 4"	(S.)	3.50	15.00	14.00	12.50
. . . nice this year		4- 6"*		4.00	20.00	18.00	17.50
		6-10"*		6.00	30.00	27.50	25.00
	(2-1)	3- 6"	(T.)	9.00	45.00	.....	.....
	(2-3)	8-15"	(T.)	15.00	.....	.....	.....
BLACK SPRUCE		4- 8"*		4.00	20.00	.....	.....
		8-15"*		6.00	30.00	.....	.....
		6- 8"	(T.)	7.00	35.00	.....	.....
BLACK HILLS SPRUCE		2- 4"		4.00	20.00	.....	.....
		3- 6"		5.00	25.00	.....	.....
DOUGLAS FIR		2- 4"	(S.)	4.00	20.00	19.00	18.00
		4- 6"*		6.00	30.00	27.50	25.00
		6-10"*		10.00	50.00	45.00	40.00
	(2-2)	4- 8"	(T.)	12.00	60.00	.....	.....
WHITE FIR		4- 6"	(S.)	10.00	50.00	.....	.....
extra nice trees—best	(2-2)	4- 6"	(T.)	15.00	75.00	.....	.....
AMERICAN ARBORVITAE		3- 5"	(S.)	6.00	30.00	.....	.....
ORIENTAL ARBORVITAE		6- 8"	(S.)	10.00	.....	.....	.....
. . . very hardy grown Michigan collected seed							
JAPANESE BLACK PINE		3- 6"*		6.00	30.00	.....	.....
		6-10"*		10.00	50.00	.....	.....
MUGHO PINE		2- 3"*	(S.)	6.00	25.00	.....	.....
	(3-3)	3- 5"	(T.)	10.00	.....	.....	.....
WHITE PINE		2- 4"	(S.)	3.50	15.00	.....	.....
		3- 6"*		4.00	20.00	.....	.....
		4- 8"*		4.50	22.50	.....	.....
	(3-1)	3- 6"	(T.)	6.00	30.00	.....	.....
	(3-1)	6- 8"	(T.)	9.00	45.00	.....	.....
JACK PINE		4- 8"*		3.50	12.50	.....	.....
RED PINE		3- 6"*	(S.)	4.00	20.00	.....	.....
SCOTCH PINE		2- 4"	(S.)	3.50	10.00	9.50	9.00
		3- 6"*		4.00	15.00	14.50	14.00
		6-10"*		6.00	20.00	19.00	18.00
	(2-2)	5-10"	(T.)	8.00	40.00	.....	.....
	(2-3)	15-18"	(T.)	25.00	.....	.....	.....
AUSTRIAN PINE		2- 4"	(S.)	3.50	10.00	9.50	9.00
		3- 6"*		4.00	15.00	14.50	14.00
		6-10"*		6.00	20.00	19.00	18.00
		10-15"*		8.00	30.00	28.00	27.50

*Indicates root pruned seedlings; **Field Transplants

Plain talk from Paul . . . .

We got our feet wet last fall, shipping 3 cars of U.S. No.1 trees. This was the first carload of U.S. graded trees shipped from Michigan in 1961.

Dear Friends --

John Trocke, Marketing Specialist with MSU's Extension Service, started a recent talk with the story about the doctor whose patient said he'd heard the doctor did not agree with other diagnoses. The doctor said this was true but he was sure an autopsy would prove him right.

I hope we'll never have to conduct a Post Mortum of the Christmas tree industry in the nation, because our livelihood depends on the Christmas tree. Quality control is the key to the whole problem. If the artificial tree crowds out the green tree, we can blame it on the garbage foisted upon the public as "No. 1 trees". These are harsh words, but often true. We have been guilty in the past and I know many others have, but today we have the answer in U.S. Grades which enable buyers to know the quality of a tree they will receive.

As growers, it behooves us to know what No.1 trees are. Attend all the grading sessions, visit other plantations and learn tree quality so you can grade your own trees.

A cattle feeder would be in a bad way if he didn't know whether his cattle were good, choice or prime . . . but no worse off than we Christmas tree growers are if we don't know our own grades.

I sincerely doubt if any U.S. No.1, 5-7' Scotch Pine were left unsold in Michigan last year. At least there certainly were enough late buyers around, willing to pay the price for No. 1's.

To me, the future never looked better. We can grow good trees. It costs money, but remember, good trees are not cheap and cheap trees are not good. (And how many times have we written <u>that</u> line?

We take the chance of offending because we want to drive home the need for growing good trees. We want our customers to make money on growing good Christmas trees from the lining out stock they get from us. We practice quality control all the way -- from selection of the best strains, use of good culture in the beds, root pruning, grading out the "cabbage" and the "doubles, right on through the extras we put into our packing and delivery methods. All this assures our customers the best possible chance to grow quality trees . . . but the real job is up to you.

Here at the nursery, the welcome mat is always out to anyone who would like to take a look at our operation. Please come see us if you're ever in southwestern Michigan . . . we're never too busy to talk "shop", especially the growing of quality Christmas trees.

Thanks for listening . . . Paul Armintrout

ARMINTROUT'S

Evergreen Nursery

Allegan, Mich.

1 Mile East of Allegan on 113th Ave. Telephone: ORchard 3-2704

USE THIS HANDY ORDER BLANK

ORDER BLANK

ARMINTROUT'S EVERGREEN NURSERY

Route One, Allegan, Michigan **Telephone: ORchard 3-2704**

Your Name .....

R. F. D. or Street No. .....

City and State .....

Zone

Shipping Address .....

If Different .....

From Above .....

Zone

Shipping Date ..... Ship by: Express ☐ Parcel Post ☐

QUANTITY	AGE	SIZE INCHES	KIND OF TREE	AMOUNT

TERMS: Minimum order $5.00. Quantities of 50, 500 and 12,500 of a size and kind are sold at the 100, 1000 and 25,000 price, respectively. Orders may be booked one-four cash and balance C.O.D. All prices F.O.B. Allegan.

USE THIS HANDY ORDER BLANK

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Evergreen Nursery

Rt. 1 — Allegan, Mich.

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